



SECTION 2

How Money Is Made In The Music Publishing Business Answer Key

- | | |
|---|--|
| ¹ Mechanical | ³⁰ 500,000 |
| ² record company | ³¹ .085 cents |
| ³ record company | ³² \$42,500 |
| ⁴ owner | ³³ \$115,500 |
| ⁵ mechanical license | ³⁴ 7 |
| ⁶ label | ³⁵ .0165 |
| ⁷ copyright owner | ³⁶ .1155 cents |
| ⁸ label | ³⁷ 1,000,000 |
| ⁹ copyright owner | ³⁸ .1155 cents |
| ¹⁰ mechanical royalty | ³⁹ \$115,500 |
| ¹¹ statutory rate | ⁴⁰ January 1, 2006 |
| ¹² no | ⁴¹ .091 |
| ¹³ differ | ⁴² .0175 cents per |
| ¹⁴ increases | ⁴³ made and |
| ¹⁵ length | ⁴⁴ monthly |
| ¹⁶ reduced | ⁴⁵ reserves |
| ¹⁷ controlled composition clause | ⁴⁶ liquidated |
| ¹⁸ .085 cents | ⁴⁷ The Harry Fox Agency, Inc. |
| ¹⁹ five minutes | ⁴⁸ www.harryfox.com |
| ²⁰ .0165 cents per minute | ⁴⁹ percentage of the gross |
| ²¹ over five minutes | ⁵⁰ audit |
| ²² 6 | ⁵¹ proportion to their earnings |
| ²³ .0165 | ⁵² Performance |
| ²⁴ 7 | ⁵³ on live instruments |
| ²⁵ .0165 cents | ⁵⁴ on a recording |
| ²⁶ 8 | ⁵⁵ radio stations |
| ²⁷ .0165 cents | ⁵⁶ venues |
| ²⁸ Gold | ⁵⁷ nightclubs, sports arenas, |
| ²⁹ \$42,500 | restaurants, concert halls |

58 radio stations
59 venues
60 copyright owner
61 license
62 copyright owner
63 radio stations
64 venues.
65 radio stations
66 venues
67 copyright owner
68 no
69 only one
70 negotiated
71 factors
72 number of times
73 impractical
74 time and cost
75 minor hit
76 performance rights societies
77 membership fee
78 only one
79 more than one
80 any one of the three societies
81 collection agent
82 one license
83 blanket license
84 a few hundred dollars
85 small club
86 millions
87 television networks
88 do not
89 permission
90 responsible
91 sticker
92 separate right
93 recording
94 permission
95 mechanical license
96 own method
97 distribute the revenue
98 most play
99 larger share
100 to the publisher
101 songwriter his portion
102 songwriter

103 directly
104 Print
105 right to copy
106 reproduction
107 distribution
108 recording
109 mechanical royalty
110 public performance
111 performance royalty
112 reproduced
113 distributed through sheet music
114 individual songs
115 numerous songs
116 song book
117 printed, distributed and marketed
118 Hal Leonard Corporation
119 www.halleonard.com
120 copyright owner
121 license
122 copyright owner
123 book publisher
124 book publisher
125 copyright owner
126 print royalty
127 no
128 only one
129 negotiated
130 factors
131 range
132 industry custom
133 general
134 non-exclusive
135 three to five years
136 Single Song
137 20%
138 Folio
139 10% to 12.5%
140 retail
141 Mixed Folio
142 different
143 10% to 12.5%
144 retail
145 pro-rated
146 public domain
147 exclude

148 more
149 Matching Folio
150 5%
151 15% to 17.5%
152 nothing
153 publicity rights
154 name and image
155 Instructional Books and
Arrangements
156 10%
157 Lyric Reprints
158 Flat fees
159 hundreds of dollars
160 no fee
161 synchronization license
162 Synchronization
163 moving image
164 movie, TV show, TV commercial,
DVD, video game
165 right to copy
166 reproduction, distribution and
public performance
167 recordings, public performances
168 sheet music
169 royalties
170 reproduced and distributed
171 movies, TV shows
172 moving images
173 "Stuck in the Middle"
174 Stealers Wheel
175 "Thus Spake Zarathustra"
176 Richard Strauss
177 "Rock n' Roll"
178 Led Zeppelin
179 filmmakers, advertising agencies,
television producers and video game
designers
180 copyright owner
181 license
182 copyright owner
183 synchronization fee
184 no set
185 only one
186 highly negotiated
187 Some

188 common
189 music budget
190 entire project
191 manner
192 *Stand By Me*
193 Ben E. King
194 commercial success
195 portion
196 free-of-charge
197 under \$500
198 in the low thousands
199 \$500 to \$1,000
200 television show
201 \$10,000 to \$50,000
202 movie
203 between \$50,000 to \$500,000 or
even more
204 thousands of dollars to hundreds
of thousands of dollars
205 pay TV
206 cable, pay-per-view, satellite
207 "free" TV
208 network and local stations such as
ABC, CBS and NBC, Fox, The WB
and PBS)
209 \$100,000
210 Music videos
211 mechanical royalties
212 industry custom
213 free synchronization license
214 nominal
215 hundred
216 The Harry Fox Agency
217 Work-for-hire
218 keep the copyright
219 license
220 synchronization
221 own
222 salary or fee
223 established
224 bargaining power
225 variations
226 Performance royalties
227 broadcast too
228 public performance

229 blanket
230 ASCAP, BMI and SESAC
231 performance rights societies
232 tracked
233 Form PA vs. Form SR
234 music publishers
235 record companies
236 music publisher
237 musical composition
238 small
239 re-record
240 large
241 master use license
242 record company
243 original recording
244 Electrical Transcription
245 the radio
246 standard
247 negotiated
248 smaller sums
249 musical composition
250 audio recording
251 performance royalties
252 expected
253 compose

Make Music, Make Money Workbook 1: Publishing

© 2005 by Richard P. Dieguez

Visit www.RPDiequez.com

Published by Temple of Mud Books
Temple of Mud, LLC
192 Garden Street, Suite 2
Roslyn Heights, NY 11577-1012

